

ESPC Qualifications



DTE Biomass Energy develops, owns and operates landfill gas recovery systems throughout the United States. As the nation's leader in landfill gas recovery, with more than 30 operating sites, and more under development, we have the proven capabilities to deliver ESPC projects meeting your facility's high standards. DTE has chosen Johnson Controls, Government Systems, LLC as its subcontractor to execute any conventional energy conservation measures. DTE chose Johnson Controls because of Johnson Controls' extensive success in ESPC contracting under DOE contracts. DTE will utilize Johnson Controls in a leadership position in any conventional energy conservation measures. DTE is confident that by teaming with Johnson Controls, we will be prepared to provide full capabilities to all potential Federal customers for both BAMF and conventional energy conservation measures.

DTE Biomass Energy – Qualifications and Experience:

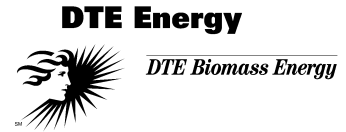
DTE Biomass Energy, Inc. ("DTE") is a leader in the landfill gas recovery industry and will assume the leadership role in the BAMF portion of all projects. Headquartered in Ann Arbor, Michigan, DTE Biomass Energy is a wholly owned subsidiary of DTE Energy. With annual operating revenues of over \$4 billion, DTE Energy develops and manages diversified energy related business and services nationwide. DTE Biomass Energy has been providing safe, environmentally sound landfill gas energy recovery projects since 1989. Our activities are supported with the technical resources of Detroit Edison, another DTE Energy affiliate serving more than 2 million customers in southeastern Michigan. Our goal is to help solve an environmental problem by transforming landfill gas into a renewable energy resource.

DTE has participated in landfill gas recovery projects since 1987 and has developed into one of the nation's largest landfill gas recovery companies. DTE currently owns and operates a diversified portfolio of over 30 landfill gas recovery projects in 15 states. The firm's activities are supported with the technical resources of Detroit Edison and the financial resources of DTE Energy. Detroit Edison serves more than 2 million electric customers in Southeastern Michigan. As an electric utility affiliate, DTE offers superior technical and operating skills in landfill gas recovery systems as demonstrated by our broad portfolio of operating projects. Our project team has demonstrated the capabilities to work with a variety of governmental and industrial customers.

Johnson Controls – Qualifications and Experience:

With annual operating revenues of over \$18 billion, Johnson Controls is a worldwide leader in helping government, commercial, health care and institutional building owners manage energy supplies, improve the efficiency and comfort of their buildings and modernize critical building systems. Johnson Controls has an extensive proven record of performance in both public and private sector ESPC projects. Johnson Controls customers have saved over \$1 billion in energy costs in over 1,500 performance contracting projects. Johnson Controls has an outstanding performance record in

ESPC Qualifications



meeting guarantees, with payouts equaling less than 1% of total outstanding guarantees. In Federal ESPCs, Johnson Controls is currently under contract for more than \$350 million at 25 sites. Johnson Controls was selected as a contractor in five of the six DOE regional Super ESPC IDIQ contracts and no contractor has more ESPC projects sites under the DOE Super ESPC contracts.

Johnson Controls is ranked 109 on the Fortune 500, with over \$18 billion in net sales. Its sales have more than doubled in the past five years, and it maintains an investment grade credit rating from the major rating agencies allowing it to gain favorable bonding and interest rates on its projects. This financial strength allows it to absorb a portfolio of facilities without significant start-up costs or impact to its overall operations. For five consecutive years, Industry Week magazine has honored Johnson Controls as one of the "Best Managed Companies."

As a strong DOE supporter, Johnson Controls participates in TeleFEMP and the You Have The Power campaign. Johnson Controls customers, including the VA Medical Center in San Francisco and Denver Federal Center, have been recognized with Federal Energy Management and GSA Environment awards. The Hanford nuclear site was awarded the Golden Hammer award as a result of a Johnson Controls ESPC project. Johnson Controls was honored as the EPA ENERGY STAR 2001 Partner of the Year and 1999 Ally of the Year in recognition of its commitment to energy efficiency and environmental protection, as well as its long-term dedication to the government market.

To deliver the best results, Johnson Controls uses its own engineering resources to develop the energy engineering solutions. Johnson Controls has over 120 Project Development Engineers dedicated to ESPC projects from their local offices. Many of these individuals have their PE license, ensuring the highest standard of performance. Johnson Controls engineers use the latest tools and supplement its in-house capabilities with outside engineering firms for final design drawings on our larger projects.